

AMONG THE AUTOMOBILISTS.

WESTERNERS HAVE STARTED FOR GLIDDEN TOUR.

Westerners who have started for the Glidden tour, which will be the third annual tour of the American Automobile Association, are now in the city of Chicago, where they will be met by the Chicago Automobile Club.

The third annual tour of the American Automobile Association—Glidden and Deming trophy contest—started last Thursday from Chicago, six cars leaving for the Auditorium Chicago, six cars leaving for the Auditorium Chicago, six cars leaving for the Auditorium Chicago.

The entrants who drove cars from Chicago include: No. 1, N. H. Van Sledright; No. 2, H. H. McBurney; No. 3, Charles V. Knight; No. 4, Henry F. Foster; No. 5, Henry F. Foster; No. 6, Henry F. Foster. The entrants who drove cars from Chicago include: No. 1, N. H. Van Sledright; No. 2, H. H. McBurney; No. 3, Charles V. Knight; No. 4, Henry F. Foster; No. 5, Henry F. Foster; No. 6, Henry F. Foster.

The trophy offered by Paul H. Deming, chairman of the A. A. A. touring committee, for the trophy section of the run, has been sent to Bretton Woods. It is to be awarded to the participant not competing for the Charles C. Glidden trophy, who makes the most regular record from Buffalo to Bretton Woods. It is a beautiful bronze figure of Mercury and is about two and a half feet in height. The total number of entries for the tour had reached seven hundred and fifty at noon, a number of applications for entry numbers in the tour were received later and the committee has ruled that there would be no objection to allow such applicants to participate. This year's entry list is more than half again as large as last year's, while the representation of manufacturers is much greater. Thirty-one different makes of cars have been entered, and these are American and four the imported.

Walter C. White, with a White steamer, and A. H. Grant, with a Maxwell runabout, will act as pilot cars and leave a trail of confetti behind them to mark the way for the tourists from Buffalo to Bretton Woods. There will also be other confetti cars sent out by the Buffalo, Auburn and Utica automobile clubs, while the pilot cars of the tour, in charge of J. Schreyer, advance agent, will leave Buffalo to-morrow and proceed at an average of four days ahead of the rest of the tour.

The entire route with arrows and warning placards and completing the details of hotel and garage accommodations. Complete lists of the hotels and garages have been made for the entire party of about 350 persons. At Three Rivers, Quebec, the steamer of the Richelieu and Ontario Navigation Company will be pressed into service and at Jackson, Me., there will be a number of tents for the use of the men of the tour, the hotels being in-charge of the whole party. Ezra H. Fitch of the touring committee will be in charge of the camp at Jackson.

Many of the entrants are driving to Buffalo from New York and other points and will be rendezvoused there on Wednesday, July 11. The Automobile Club of Buffalo will give a theatre party that night, and at Auburn the following night the tourists will be taken for a sail on the lake. Entertainments are also being arranged at Utica and Saratoga. It is likely that there will be a dinner at Saratoga of the Old Orchard and that the tourists will be taken to the New York-Pittsburgh express station at Saratoga on Thursday, July 12. The official guide book of the tour has been published and many of the tourists are pictured, so that the tourists will not be able to go astray where they might do so without the pictured directions. The guide book, which is also printed in the book, which contains the full and revised rules of the tour.

One prominent automobile manufacturer who is interested in factories in Buffalo and Detroit is opposed to the automobile spending over city streets and has caused the police to be on the alert in the city. The newspapers are full of accounts of automobile collisions with street cars, and the police are on the alert. The newspapers are full of accounts of automobile collisions with street cars, and the police are on the alert. The newspapers are full of accounts of automobile collisions with street cars, and the police are on the alert.

Automobile dealers and owners who suffer from the traffic congestion of the city are likely to have forgotten the existence of the anti-tipping law, which received the support of all the automobile organizations of the city. It was pending. Several arrests have been made under the law, but no automobile has yet been taken advantage of it to receive a grabbing chauffeur. Yet the provisions of the act provide explicitly for the punishment of just the sort of collusion that is common between chauffeurs and agents or garage keepers. To those who are unacquainted with this law the following excerpt will explain the situation:

Whoever gives offers or promises to an agent, employee or servant any gift or gratuity, without the knowledge and consent of the principal, employer or master of such agent, employee or servant, with intent to influence his action in relation to his principal, employer or master's business, or to secure for himself or for another, a commission, discount or bonus from the person who makes such sale or contract, or furnishes such materials, supplies or other articles, or from a person who renders such service, shall be deemed to have violated the provisions of this act and any person who gives or offers such agent, employee or servant such commission, discount or bonus shall be deemed to have violated the provisions of this act and shall be punished by a fine of not more than ten dollars nor more than five hundred dollars, or by such fine and imprisonment for not more than one year.

Some automobilists wonder what becomes of all the old cars. Although they may not be aware of it they go on using their old cars long after they have discarded them. They take out their junk and put it in the only form of rubber dummies at their homes and on their walks along hotel corridors and steps of their cars, for all these things are made from the old cars. The various articles in which great interest is not an essential.

SWEET MARIE WINS.

Tiverton's Withdrawal From Three-Cornered Trot Gives Easy Victory to Marie.

Readville, July 7.—The great three-cornered trotting race between Sweet Marie, Tiverton and Tiverton was narrowed down to a dual contest between Sweet Marie and Tiverton this afternoon over the Readville trotting course, as a result of Tiverton being drawn at the last moment on account of lameness, and Sweet Marie won in straight heats with comparative ease.

Soon after arriving at the track from Tiverton last week Tiverton showed symptoms of favoring the hind ankle opposite to the one he nearly broke down on last year. Trainer John Howell was in the hope that by careful nursing the gelding would round into shape to race. Instead, he grew worse, until it was necessary to call in the service of a doctor, and after a thorough examination of the gelding it was found that the injury was absolute rest as far as track work was concerned. Furthermore Howell was informed that the gelding would not be in condition to be even jogged for at least three weeks, if he could be brought down to be jogged.

The race developed into a disappointing contest, as Sweet Marie showed that she was the superior of the Philadelphia gelding at both setting pace and going away in the race. Sweet Marie won each heat by 2 1/2 lengths, and the pair started off as if they were stepping a 2 1/4 mile, with the mare on the pole and Tiverton at her side. The trotters raced this way until coming into the stretch when Sweet Marie made an effort to break down, but after trying found that she could not do so, and she was given a slip. Sweet Marie went on to win the race and he had to be satisfied with being second. The intermediate times were: 33 1/2 seconds for the first quarter, 1:08 1/2 for the three-quarters and 2:07 1/2 for the full distance.

In the second trip Sweet Marie went on to win the race, and he had to be satisfied with being second. The intermediate times were: 33 1/2 seconds for the first quarter, 1:08 1/2 for the three-quarters and 2:07 1/2 for the full distance.

By her victory Sweet Marie won the entire purse of \$15,000, \$7,500 of which was added to the purse of the three owners by the New England Trotting Horse Breeders' Association, under whose auspices the race was held. There were 3,000 persons present, and all felt that Sweet Marie was the better of the pair.

The other two events on the card, the 2 1/4 trot and 2 1/2 trot, proved interesting. The throw-out of J. M. Johnson from the entry in the latter class resulted in Lord Roberts running away and being stopped after making two circuits of the track. Under the new rules of the track he won two races and was drawn in the third, which was won by Totara. Betty Brook won the opening race in the 2 1/4 trot, but the next two went to Gratian Belle.

Yachts Change Hands.

The auxiliary yawl Onawa has been sold by C. T. Grantham of Hamilton, Canada, to Clarence Eagle of this city, through the office of Stanley M. Seaman. The Onawa was built in 1901 by the Electric Launch Company of Bayonne, N. J. She has been fitted out and delivered to Mr. Eagle and will be used in the vicinity of Sea Cliff.

The Same Agency Has Also Sold the Schooner Yacht Zebra for John M. Cromwell to William M. Butler of Boston.

International Chess.

Special Cable Dispatch to The Sun. OXFORD, July 7.—The fifth round of the final stage of the international chess masters' tournament was played here to-day.

Many of the entrants are driving to Buffalo from New York and other points and will be rendezvoused there on Wednesday, July 11. The Automobile Club of Buffalo will give a theatre party that night, and at Auburn the following night the tourists will be taken for a sail on the lake. Entertainments are also being arranged at Utica and Saratoga. It is likely that there will be a dinner at Saratoga of the Old Orchard and that the tourists will be taken to the New York-Pittsburgh express station at Saratoga on Thursday, July 12.

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AUTOMOBILE NOTES.

Every automobile manufacturer knows from experience that the quality of salesmanship demonstrated in retail automobile establishments throughout the country is weak. Probably not one out of a hundred of such dealers is thoroughly as to be always convincing in his effort to sell cars. Many expert salesmen lack the essential technical knowledge, while many others are versed in automobile construction, lack acquaintance with the psychology of salesmanship.

To overcome these faults and to place Winton salesmen at an advantage, the Winton Motor Car Company has evolved an idea which will soon be put into operation. Commencing July 30 the company will conduct at its factory in Cleveland a school for salesmen. The term will continue at least six weeks and is intended to be a school for the complete success of the instruction. There will be two classes of students. The first class will include salesmen from all Winton salesmen, who will be selected by the company. The second class will be composed of a select number of young men who aspire to become salesmen. The course will comprise every branch of automobile information requisite to selling automobiles. The theoretical automobile instruction will be first taught. Then will come instruction covering the various forms of elements contained in present day automobiles, after which the students will be taken to the factory to see motor cars as well as road work. Expert salesmanship will be taught elaborately, and the school will get an opportunity to learn the advantages of the Winton car.

Many attempts have been made to beat the automobile record between Chicago and New York city, of 24 hours 35 minutes, made by Bert Holcomb and Laurence Dulle with a Columbia car in 1904. Together, over twenty drivers have left Chicago with the intention of lowering Holcomb's time, but very few of them got further east than Cleveland without being so far behind Holcomb's time as to make it practically useless to continue. The most conspicuous of all trials for new record figures was that recently made under the auspices of a Chicago newspaper in which several cars were utilized in conveying a message from Chicago to New York city. In spite of good cars, well drilled crews and thorough general organization the last relay reached New York over nine hours behind Holcomb's time.

One of the latest models produced at the Toledo factory of the Pope Motor Car Company is a Pope Toledo touring runabout. It is a high grade runabout capable of doing all that is required of large touring machines. The rear individual gets a specially intended for the chauffeur and may be lowered when not in use. The extreme end of the body is fitted with a H. H. lid and provides considerable carrying space.

Port Paine, a town of 3,500 inhabitants located in the Mohawk Valley, possesses twenty automobiles, most of which are of the latest make. The nineteen owners of Franklin in this town are from a matter of miles from the subject is a twentieth century and their feeling on the subject is so keen that they have combined, with the idea of keeping out all cars but Franklin.

John Strong Foster recently took advantage of the New Amsterdam Motor Company's liberal demonstration offer for the purchase of a car. The result was the purchase of the car and the addition of Mr. Foster to the rapidly growing list of customers of the New Amsterdam Motor Company. A moderate rental per hour for demonstration of the Crawford car, and the prospective buyer becomes a purchaser as rental is refunded.

The General Vehicle Company, incorporated May 26, 1906, under the laws of the State of New York, has purchased the entire manufacturing plant and patents of the Vehicle Equipment Company. The company is prepared to export complete automobiles of the latest design, as well as to furnish parts for repair or renewal of any car, and to furnish the largest stock of spare parts for the Vehicle Equipment Company.

By doubling its force and working a night shift the Ford Motor Company has been able to reach the daily output now of six hundred cars. The three Ford Motor Company cars are now being produced in the largest thing ever attempted in all cooled.

Purchasers of Rainier cars last week included Commodore Eldridge T. Gerry, William H. Noyes, vice president of Wells & Co., and Rufus L. Scott, Jr.

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